

# **EXECUTIVE SECRETARIAT** Routing Slip

TO:		ACTION	INFO	DATE	INITIAL
1	DCI		X (w/o atts)		
2	DDCI				
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9	Chm/NIC				
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11	IC				
12	Compt				
13	D/EO				
14	D/Pers				
15	D/OEA				
16	C/PAD/OEA				
17	SA/IA				
18	AO/DCI				
19	C/IPD/OIS				
20	D/PAO	X			
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		SUSPENSE	18 November		
			Date		

Remarks:

Recommendation please to DCI.

Executive Secretary  
10 November 1983

Date

3637 (10-8-1)

Approved For Release 2007/12/20 : CIA-RDP85M00364R002204230016-5

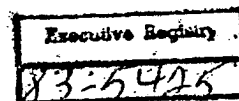
# International Management and Development Institute

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9 NOV 1983

November 4, 1983



The Honorable  
William J. Casey  
Director  
Central Intelligence Agency  
Washington, DC 20505

Dear Bill:

On behalf of the Directors of this Institute, it is a great pleasure to invite you, as both a member of IMDI's Washington Policy Council and the Fowler-McCracken Commission, to be our keynote speaker when IMDI convenes its February 7 Board/Council Meeting in the Department of State. The theme for our discussions will be: "How to Expand Your Business in the High Growth Markets of the Developing World."

We especially invite your participation during this session as we focus on how government and business can work together with the developing world to build the foundations for a more stable -- and more prosperous -- world economy. We read with interest the Washington Post article which summarized the remarks you recently presented at Westminster College. During our February session we specifically will focus on how we can mobilize our greatest asset -- private business -- in the developing world and, most importantly, what the consequences will be if we fail to do so.

During the February discussions we will also be addressing such core questions as:

1. GROWTH MARKETS: Experts worldwide are keenly aware of the dramatic economic transformations which the developing nations of the world have undergone over the last two decades. Also well known are the vast mineral and agricultural wealth, untapped hydroelectric capacity, and great human potential which can provide the foundations for increasing productive business ventures.

On the negative side, the worldwide economic crisis, stagnating export production, mounting debt burdens, and inconsistent economic policies still threaten to make business development a risky venture. With these observations in mind, where -- in 1984 -- will we find the most promising growth markets in the developing world -- and where will be the emerging markets of the 1990s?



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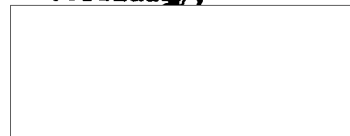
2. OPPORTUNITIES: Many observers note a new "mood" from the U.S. Government that emphasizes private sector involvement in government aid and development policies. The World Bank, OPIC, and Eximbank have all begun initiatives to involve business more closely in the developing world. What are the new opportunities and the fresh strategies -- in the private as well as the public sector -- that business can draw upon to increase the benefits and lessen the risks of doing business in the developing world?
3. STRATEGIES FOR SUCCESS: It has been noted that new approaches to U.S. aid and development policies, combined with the resources of U.S. banks and corporations, can make substantial contributions to economic growth in the developing world. What can business do on its own to build solid business relationships with both the governments and the private sector of the developing nations? In short, what new strategies need to be adopted in order for business to succeed and prosper in the developing markets of the world?

For further background review, I am enclosing our current Annual Report. Inside the back cover, you will find a roster of IMDI's Corporate, Government, and Diplomatic Associates invited to our Board/Council Meetings. Also for your review, and to illustrate the format for our Board/Council policy discussions, I am enclosing the program agenda for our last program on developing nations.

Since many of our Board/Council Members are headquartered overseas, we necessarily must conduct long-range planning and would therefore be most grateful to you for your early response to this invitation. We will be in liaison with your office so that we can answer any questions you may have.

With all best wishes.

Cordially,



Chairman

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